

Message Text

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ACTION EUR-12

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FM AMEMBASSY SOFIA

TO SECSTATE WASHDC 9193

USDOC WASHDC

UNCLAS SOFIA 0248

E.O. 11652: NA

TAGS: BEXP, BU

SUBJECT: TRADE OPPORTUNITY: SALE OF ROAD CONSTRUCTION EQUIPMENT

USDOC PASS BEWT/TDAD/VAN DER BURGH FROM PLANAGAN

1. DURING PLANAGAN MEETING WITH TECHNOIMPORT FIRST DEPUTY CHAIRMAN YANKO CHIBUKOV, URGENT BULGARIAN NEED FOR APPROXIMATELY \$15 MILLION OF BULLDOZERS, LOADERS, AND GRADERS WAS RAISED. POSSIBILITY ALSO EXISTS FOR SERVICE AND SPARE PARTS AGREEMENTS. CHIBUKOV STATED THAT IN RESPONSE TO PREVIOUS BULGARIAN INQUIRY TO CATERPILLAR, COMPANY QUOTED ONLY ON LOADERS. IF CATERPILLAR NOT IN POSITION TO SUPPLY OTHER EQUIPMENT, TECHNOIMPORT REQUESTS BIDS FROM OTHER U.S. MANUFACTURERS FOR FOLLOWING ITEMS: 10-15 410 H.P. BULLDOZERS; 20 300 H.P. BULLDOZERS; 10 140H.P. LOADERS WITH BUCKET CAPACITY OF 1.8 CUBIC METERS; 10 LOADERS WITH BUCKET CAPACITY OF 3 CUBIC METERS; AND 10 GRADERS. TERMS OF PAYMENT: CASH. REPLIES SHOULD BE ADDRESSED TO CHIBUKOV AT 20 F. JOLIOT-CURIE ST., SOFIA 13, BULGARIA. TELEX 22548.

2. ACTION REQUESTED. PLEASE REVIEW TECHNOIMPORT INQUIRY WITH CATERPILLAR AND OTHER U.S. MANUFACTURERS OF EQUIPMENT WITH COMPARABLE HORSEPOWER AND LOAD CAPABILITIES, AND ADVISE IN ORDER THAT WE MAY INFORM TECHNOIMPORT. BELIEVE MC MENEMIN OF INTERNATIONAL HARVESTOR MAY ALSO BE WORKING ON BULLDOZER PORTION OF INQUIRY.

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